

Caren Skipworth

From: Norman Birt
Sent: Thursday, July 19, 2012 11:35 AM
To: Caren Skipworth
Subject: Cisco/Tandberg Upgrade Promotion

Caren,

Here are the details regarding the Tandberg trade in promotion with Cisco as quoted from the email from Art. Please let me know if you need more information?

"Jeff/Norm:

I received approval for the following promotion we discussed yesterday:

http://www.cisco.com/en/US/prod/collateral/ps7060/ps11305/ps11318/ps11347/content_server_tip_customer.pdf

You can send this out for quote, or I can have a partner send you a quote. Just let me know what you want to do. Timing is critical. The promotion ends on July 27th, which means the partner needs to place the order by then. Please keep in mind that you would need to move your existing recordings off your TCS before you send it back, so you don't lose any videos.

Here's the breakdown:

CTI-TCS-PROBUN-K9 DIR Price: \$30,508.80
SMARTnet: CON-ECDN-CSPROBUN
DIR Price: \$3,337.60
Trade In: TRD-TAA-CONTSERVER Trade-In \$16,344.00

Total Approximate Price to Collin County: \$17,500.00

Please keep me posted. Steve is working on the other quotes we discussed yesterday.

Thanks!



Art Ramirez
Account Manager
North Texas Public Sector

artramir@cisco.com
Phone: (469) 255-8124

Cisco Systems, Inc.
2200 East President George Bush Highway
Richardson, Texas 75082-3550
United States

www.cisco.com

Norm Birt
Network Support Specialist
Collin County, TX
972-548-4534
nbirt@co.collin.tx.us